

FIG. 1

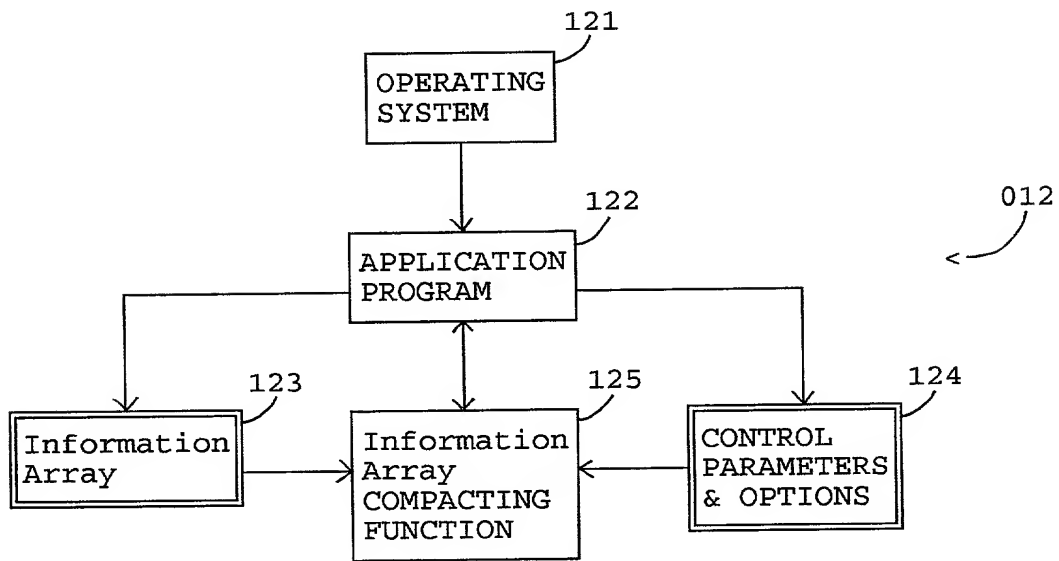


FIG. 2

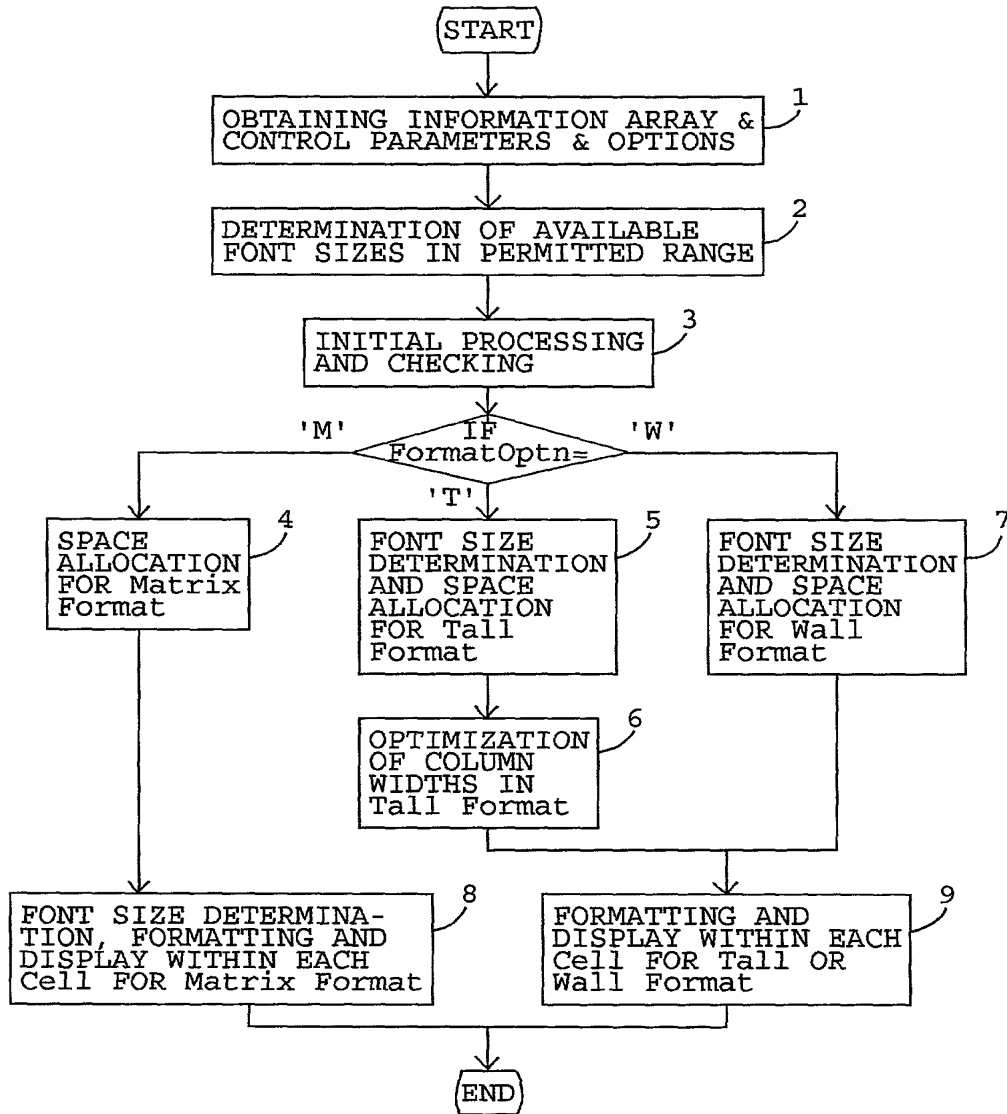


FIG. 3

Investor Vs Speculator

| Category | Parameter | Investor | Speculator |
|----------------------|---|---|---|
| Objective parameter | Holding Period | An investor has a relatively longer planning horizon, with holding period of at least one year | A speculator has a very short planning horizon - from a few days to a few months and involving frequent trading |
| | Sourcing of funds - Borrowed or own funds | An investor uses his own funds & eschews borrowed funds | A speculator normally resorts to borrowings to supplement his personal resources |
| Subjective parameter | Risk profile | An investor normally assumes moderate risk. Rarely does he knowingly assume high risk | A speculator is ordinarily willing to assume high risk |
| | Return expectation | An investor usually seeks a rate of return higher than that from gilt edged securities and which is commensurate with the limited risk assumed by him | A speculator expects a high rate of return for the high risk borne by him |
| | Basis of decisions | An investor studies the fundamental factors and attempts a careful evaluation of the prospects of the business | A speculator relies more on market rumours or technical charts |

FIG. 4 (Prior Art)

| Catgry | Parameter | Investor | Speculator |
|------------------------|-------------------------------|--|--|
| Objective Parameter | Holding Period | An Investor Has A Relatively Longer Planning Horizon With Holding Period Of At Least One Year | ASpeculatorHasAVeryShortPlang Horizon-FromAFewDaysToAFew Months&InvolvingFrequentTradg |
| | SourcingOfFunds-BrwdOrOwnFnds | AnInvestorUsesHisOwnFunds&Eschews Borrowed Funds | ASpeculatorNmlyRsrtsToBrwngs ToSupplemtHisPersonalResources |
| Subj ective Para meter | Risk profile | AnInvestorNormallyAsumesModerateRisk .RarelyDoesHeKnowglyAssumeHighRisk | ASpeculatorIsOrdinarilyWilling To Assume High Risk |
| | ReturnExpecttn | AnInvestorUslySeeksARateOfRtrnHghr ThanThatFromGiltEdgedSecrts&WhchIs ComensrtWithTheLmtdRiskAsmdByHim | ASpeculatorExpectsAHighRate OfReturnForTheHighRiskBorne By Him |
| | BasisOfDecsns | AnInvestorStudiesTheFundamtalFactrs&Atmpts ACarefulEvaluationOfTheProspectsOfTheBsns | ASpeculatorReliesMoreOnMarket Rumours Or Technical Charts |

FIG. 5

| Cat ego | Parameter | Investor | Speculator |
|--|--|--|---|
| Obj ecti v e P ar ame | Holding Period | AnInvestorHasARElativelyLongerPlanning HorizonWithHoldingPeriodOfAtLeast1Year | ASpeculatorHasAVeryShortPlanng Horizon-FromAFewDaysToAFew Months&InvolvingFrequentTradg |
| | SourcingOfFu nds-Borrowed OrOwnFunds | AnInvestorUsesHisOwnFunds& Eschews Borrowed Funds | ASpeculatorNormalyRsrtsToBorrow ngsToSuplemtHisPersonalResources |
| Sub jecti v e P ar ame | Risk profile | AnInvestorNormaly AssumesModerateRisk.Rarely Does He Knowingly Assume High Risk | ASpeculatorIsOrdinarilyWillingTo Assume High Risk |
| | ReturnExpec tation | AnInvestorUsualySeeksARateOfReturnHighr ThanThatFromGiltEdgedSecrts& WhchIsCo mensurateWithTheLimitedRiskAsmdByHim | ASpeculatorExpectsAHighRateOf RetrnForTheHighRiskBornByHim |
| | BasisOfDeci sions | AnInvestorStudiesTheFundamtlFctrs& Atmpts ACarefulEvaluationOfTheProspectsOfTheBsns | ASpeculatorReliesMoreOnMarket Rumours Or Technical Charts |

FIG. 6

| Category | Parameter | Investor | Speculator |
|-------------------------|-----------------------------------|---|--|
| Objective Parameter | Holding Period | AnInvestorHasARElativelyLonger Planning Horizon With Holding Period Of At Least One Year | ASpeculatorHasAVeryShortPlang Horizon-FromAFewDaysToAFew Months&InvolvingFrequentTradg |
| | SourcingOfFunds- BrwdOrOwnFnds | AnInvestorUsesHisOwnFunds& Eschews Borrowed Funds | ASpeculatorNrmlyRsrtsToBrwns ToSupplemtHisPersonalResources |
| Subjective Parameter | Risk Profile | AnInvestorNormaly AssumesMdrtrisk .RarelyDoesHeKnwglyAsumHighRisk | ASpeculatorIsOrdinarilyWilling To Assume High Risk |
| | ReturnExpectatn | AnInvestorUsuallySeeksARateOf RetrnHghrThanThatFromGiltEdgd Securities& WhichIsCommensurate WithTheLimitedRiskAsumdByHim | ASpeculatorExpectsAHighRate OfReturnForTheHighRiskBorne By Him |
| | BasisOfDecisns | AnInvestorStudiesTheFundamental Factors&AttemptsACarefulEvaluatn Of The Prospects Of The Business | ASpeculatorReliesMoreOnMarket Rumours Or Technical Charts |

FIG. 7

| Category | Parameter | Investor | Speculator |
|----------------------|--|---|---|
| Objective Parameter | Holding Period | An Investor Has A Relatively Longer Planning Horizon With Holding Period Of At Least One Year | A Speculator Has A Very Short Planning Horizon-From A Few Days To A Few Months & Involving Frequent Trading |
| | Sourcing Of Funds- Borrowed Or Own Funds | An Investor Uses His Own Funds & Eschews Borrowed Funds | A Speculator Normally Resorts To Borrowings To Supplement His Personal Resources |
| Subjective Parameter | Risk Profile | An Investor Normally Assumes Moderate Risk. Rarely Does He Knowingly Assume High Risk | A Speculator Is Ordinarily Willing To Assume High Risk |
| | Return Expectation | An Investor Usually Seeks A Rate Of Return Higher Than That From Gilt Edged Securities & Which Is Commensurate With The Limited Risk Assumed By Him | A Speculator Expects A High Rate Of Return For The High Risk Borne By Him |
| | Basis Of Decisions | An Investor Studies The Fundamental Factors & Attempts A Careful Evaluation Of The Prospects Of The Business | A Speculator Relies More On Market Rumours Or Technical Charts |

FIG. 8

| Category | Parameter | Investor | Speculator |
|----------------------|--|---|---|
| Objective Parameter | Holding Period | An Investor Has A Relatively Longer Planning Horizon With Holding Period Of At Least 1 Year | A Speculator Has A Very Short Planning Horizon-From A Few Days To A Few Months & Involving Frequent Trading |
| | Sourcing Of Funds- Borrowed Or Own Funds | An Investor Uses His Own Funds & Eschews Borrowed Funds | A Speculator Normally Resorts To Borrowings To Supplement His Personal Resources |
| Subjective Parameter | Risk Profile | An Investor Normally Assumes Moderate Risk. Rarely Does He Knowingly Assume High Risk | A Speculator Is Ordinarily Willing To Assume High Risk |
| | Return Expectation | An Investor Usually Seeks A Rate Of Return Higher Than That From Gilt Edged Securities & Which Is Commensurate With The Limited Risk Assumed By Him | A Speculator Expects A High Rate Of Return For The High Risk Borne By Him |
| | Basis Of Decisions | An Investor Studies The Fundamental Factors & Attempts A Careful Evaluation Of The Prospects Of The Business | A Speculator Relies More On Market Rumours Or Technical Charts |

FIG. 9

Investor Vs Speculator (Turned)

| Category | Objective parameter | | Subjective parameter | | |
|------------|---|--|---|---|--|
| Parameter | Holding Period | Sourcing of funds - Borrowed or own funds | Risk profile | Return expectation | Basis of decisions |
| Investor | An investor has a relatively longer planning horizon, with holding period of at least one year | An investor uses his own funds & eschews borrowed funds | An investor normally assumes moderate risk. Rarely does he knowingly assume high risk | An investor usually seeks a rate of return higher than that from gilt edged securities and which is commensurate with the limited risk assumed by him | An investor studies the fundamental factors and attempts a careful evaluation of the prospects of the business |
| Speculator | A speculator has a very short planning horizon - from a few days to a few months and involving frequent trading | A speculator normally resorts to borrowings to supplement his personal resources | A speculator is ordinarily willing to assume high risk | A speculator expects a high rate of return for the high risk borne by him | A speculator relies more on market rumours or technical charts |

FIG. 10 (Prior Art)

| Category | Objective parameter | | Subjective parameter | | |
|------------|--|---|--|--|---|
| Parameter | Holding Period | SourcingOfFunds-BorwdOrOwnFnds | Risk Profile | ReturnExpectation | BasisOfDecisns |
| Investor | An Investor Has ARelativelyLngr PlanngHorizon WithHoldgPerd Of At Least One Year | AnInvestorUses His Own Funds & Eschews Borrowed Funds | AnInvestorNorm allyAssumesMod erateRisk.Rarely DoesHeKnwgly Assume High Risk | An Investor Usually SeeksARateOfRetrn HghrThanThatFrom GiltEdgedSecurities &WhichIsComensrt WithTheLimitdRisk Assumed By Him | AnInvestorStuds TheFundamental Factors&Atmpts ACarefulEvaltn OfTheProspects Of The Business |
| Speculator | ASpeculatorHas AVeryShortPlang Horizon-FromAFew DaysToAFew Months&Involvg Frequent Trading | ASpeculatorNor mallyResortsTo Borrowings To Supplement His PersonalResrcs | ASpeculatorIs OrdinarilyWillg ToAssumeHigh Risk | ASpeculatrExpcts A High Rate Of Return For The HighRiskBorneBy Him | ASpeculatorRels More On Market Rumours Or Technical Charts |

FIG. 11

| Ctgry | ObjectiveParamtr | | Subjective parameter | | |
|-------------|--|--|---|---|---|
| Parameter | Holding Period | Sourcing Of Funds -Borrowed OrOwnFn | Risk Profile | Return Expecttn | Basis OfDeci sions |
| Invst | AnInvst HasARElatively Longer Planng Horizon WthHoldingPrd OfAtLst 1 Year | AnInvst Uses HisOwn Funds &Eschw Borowd Funds | AnInvst Normaly Assumes Moderat Risk.Ra relyDs HKnow inglyAss umeHgh Risk | An Investor UslySeeks A Rate Of RetrnHghr Than That FrmGltEdg Securites &Whichls Comensurt WthTheLi mitedRisk AsmByHm | AnInvstr Studies TheFund amental Factors &Atmpt ACareful Evaluatn OfThePr ospectsOf TheBsns |
| Spec ulator | ASpecultr HasAVry ShortPlng Horizon -FromA Few Days To A Few Months& InvolvgFr equentTrd | ASpctr Normaly Resorts ToBorr owings ToSupl ement HsPrsnl Resrcs | ASpecu lator Is Ordinrly Willing ToAsum High Risk | ASpctr Expects A High Rate Of Return For The HighRisk Borne By Him | ASpecu latorRls MoreOn Market Rumrs OrTech nical Charts |

FIG. 12

| Ctgry | ObjectiveParamtr | | Subjective parameter | | |
|-------------|---|--|---|---|---|
| Parameter | Holding Period | Sourcing Of Funds -Borrowed OrOwnFn | Risk Profile | Return Expecttn | Basis OfDeci sions |
| Invst | AnInvst HasARElatively Longer Planng Horizon WthHoldingPrd OfAtLst 1 Year | AnInvst Uses HisOwn Funds &Eschw Borowd Funds | AnInvst Normaly Assumes Moderat Risk.Ra relyDs HKnow inglyAss umeHgh Risk | AnInvstr UslySks A Rate Of RtrnHghr Than That FrmGltEd Securits& WhlsCom nsrtWth ThLmtRs AsByHm | AnInvst Studies ThFund mntlFctr &Atmpt ACarefl Evaltn Of The PrspcOf ThBsns |
| Spec ulator | ASpecultr HasAVry ShrtPlng Horizon-FrAFw Days To AFwMn &Invlvg FrqntTr | ASpctr Normaly Resorts ToBorr owings ToSupl ement HsPrsnl Resrcs | ASpecu lator Is Ordinrly Willing ToAsum High Risk | ASpctr Expects A High Rate Of Return For The HighRisk Borne By Him | ASpecu latorRls MoreOn Market Rumrs OrTech nical Charts |

FIG. 13

Cost Analysis

| # | Cost per rupee of net sales | Mayo Iron and Steel Company | Mexico Steel | Dynamic Steel | Apex Steel | Derby Metal Company |
|----|---|-----------------------------|--------------|---------------|------------|---------------------|
| 1 | Raw materials and stores etc. | 37.22 | 34.29 | 33.80 | 37.08 | 38.08 |
| 2 | Power and fuel | 7.39 | 8.07 | 7.49 | 7.53 | 9.36 |
| 3 | Wages and salaries | 11.09 | 10.66 | 11.08 | 10.92 | 11.97 |
| 4 | Other operating expenses | 13.63 | 12.48 | 11.29 | 11.97 | 11.83 |
| 5 | Depreciation | 4.77 | 5.90 | 5.28 | 5.39 | 5.62 |
| 6 | Manufacturing cost of production | 74.10 | 71.40 | 68.94 | 72.90 | 76.86 |
| 7 | Change in stock of finished goods & contracts in progress | 1.09 | 0.43 | -0.79 | -0.68 | -0.21 |
| 8 | Selling costs | 9.02 | 10.51 | 10.12 | 10.52 | 10.51 |
| 9 | Cost of sales | 84.21 | 82.34 | 78.27 | 82.74 | 87.16 |
| 10 | Administrative and overhead costs | 11.50 | 9.17 | 8.65 | 8.87 | 9.42 |
| 11 | Total cost | 95.70 | 91.51 | 86.92 | 91.61 | 96.59 |
| 12 | Operating profit | 4.30 | 8.49 | 13.08 | 8.39 | 3.41 |
| 13 | Net sales | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |

FIG. 14 (Prior Art)

| # | CostPerRupee Of Net Sales | Mayo Iron &StlCom pany | Mexic Steel | Dynm Steel | Apex Steel | Derby MetlCoy |
|----|---------------------------------------|------------------------|-------------|------------|------------|---------------|
| 1 | Raw Materials &StoresEtc. | 37.22 | 34.29 | 33.80 | 37.08 | 38.08 |
| 2 | Power&Fuel | 7.39 | 8.07 | 7.49 | 7.53 | 9.36 |
| 3 | Wages&Salrs | 11.09 | 10.66 | 11.08 | 10.92 | 11.97 |
| 4 | OthrOprtExpns | 13.63 | 12.48 | 11.29 | 11.97 | 11.83 |
| 5 | Depreciation | 4.77 | 5.90 | 5.28 | 5.39 | 5.62 |
| 6 | Manufacturg CostOfPrdctn | 74.10 | 71.40 | 68.94 | 72.90 | 76.86 |
| 7 | ChangeInStok OffnshdGds &CntrctsInPrg | 1.09 | 0.43 | -0.79 | -0.68 | -0.21 |
| 8 | Selling costs | 9.02 | 10.51 | 10.12 | 10.52 | 10.51 |
| 9 | Cost of sales | 84.21 | 82.34 | 78.27 | 82.74 | 87.16 |
| 10 | Administrativ &OverhdCsts | 11.50 | 9.17 | 8.65 | 8.87 | 9.42 |
| 11 | Total cost | 95.70 | 91.51 | 86.92 | 91.61 | 96.59 |
| 12 | OperatgProfit | 4.30 | 8.49 | 13.08 | 8.39 | 3.41 |
| 13 | Net sales | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |

FIG. 15

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Calender2







| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Sunday |
|--|---|--|---|---|--|--|
| 1* Prepare plan January to October | 2* Thane meet | 3* Meeting with Mr Ashok at 11am * Shanker's party at Shangrila | 4* Draft presentation for ABC Senior Managers & VPs | 5* Coordination between Sham and Suzan | 6* Visit Pheonix Complex * One-day cricket  | 7* |
| 8* Flight to Delhi at 2pm * Meet Shah | 9* Seminar at Regent Hotel  | 10* Seminar * Global trends * Strategy models | 11* Return Flight at 8am * Jay party | 12* Meeting MD * Review | 13* Divisional review * IMC meeting at 8pm | 14* Farm house  |
| 15* Review work progress with Rotomac development team | 16* Lecture at BMA afternoon session | 17* Lecture at BMA morning session upto lunch | 18* Final accounts Directors Report Draft Notices Agenda with Ram | 19* Medical check-up  | 20* Help Alyina with studies * Buy Mollinex Microwave | 21* |
| 22* Pune trip | 23* Report on 5 years perspective | 24* German Delegation arrives 8am * Factory visit  | 25* Coordination meeting * Dinner with German Delegation at Taj Hotel | 26* Review with Sham | 27* At home | 28* |
| 29* Pune flight 11am | 30* Pune | 31* See off Germans at 8pm | 1* Report to Chambers * Meeting equipment suppliers at Thane 12pm | 2* Draft letter to Chairman | 3* Meeting Delco MD * Visit Delco plant * Dentist at 5pm | 4* With Mittal Sharma & George families  |

FIG. 16 (Prior Art)

| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Sunday |
|---|--------------------------------------|---|---|--------------------------------------|---|------------------------------------|
| 1* Prepare Plan January To October | 2* Thane Meet | 3* Meetg With Mr Ashok At 11 Am * Shnkrs Party At Shangri | 4* Draft Presentation Fr ABC Senior Mangrs & VPs | 5* Coordination Between Sham & Suzan | 6* Visit Pheonx Complex * One-Day Cricket | 7* |
| 8* Flight To Delhi At 2 Pm * Meet Shah | 9* Seminar At Regent Hotel | 10* Seminar * Global Trends * Strategy Models | 11* Return Flight At 8 Am * Jay Party | 12* Meetg MD * Review | 13* Divisionl Review * IMC Meeting At 8 Pm | 14* Farm House |
| 15* Review Work Progrs With Rotomc Dvl pmt Tm | 16* Lecture At BMA Afternoon Session | 17* Lecture At BMAMorning Session Upto Lunch | 18* Finl Acnts Directors Rprt Draft Notices Agnd With Rm | 19* Medical Check-Up | 20* Help Alyn With Studies * Buy Molinex Microwave | 21* |
| 22* Pune Trip | 23* Report On 5 Years Perspective | 24* German Dlgtn Arrives 8 Am * Fctry Vs | 25* Coordination Meetg * Dinner With Grmn Delegation At Taj Htl | 26* Review With Sham | 27* At Home | 28* |
| 29* Pune Flight 11 Am | 30* Pune | 31* See Off Germans At 8 Pm | 1* Reprt To Chambers * Meetg Equipmt Splrs At Than 12 Pm | 2* Draft Letter To Chairman | 3* Meetg Delco MD * Vist Delc Plant * Dentist At 5 Pm | 4* With Mital Sharma & George Faml |

FIG. 17

| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Sunday |
|--|---------------------------------|--|--|--------------------------------------|--|----------------------------------|
| 1* Prepar Plan Jnry To Octbr | 2* Thane Meet | 3* Meeting With Mr As At 11 Am * Shnkrs Pr At Shangril | 4* Draft Presentation For ABC Senr Man agers & VP | 5* Coordination Between Sham & Suzan | 6* Visit Pheonx Cmplx * One-Day Cricket | 7* |
| 8* Flight To Delhi At 2 Pm * Mt Shh | 9* Seminar At Regent Hotel | 10* Seminar * Global Trnds * Str Models | 11* Return Flight At 8 Am * Jay Party | 12* Meeting MD * Revw | 13* Dvsnl Review * IMC Mtg At 8 Pm | 14* Farm House |
| 15* Revw Wrk Progrs With Rtmc Development Tm | 16* Lctr At BMA Aftermn Session | 17* Lecture At BMA Mrng Sesn Upto Lnc | 18* Finl Ac counts Drctr Report Drft Ntes Agnd With Ram | 19* Medical Check - Up | 20* Help Alyn With Studies * Buy Mlnx Microwave | 21* |
| 22* Pune Trip | 23* Rprt On 5 Yrs Perspctv | 24* German Delgtn Arvs 8 Am * Fctr Visit | 25* Crdntn Meetg * Dnr With Grmn Delegation At Taj Hotel | 26* Review With Sham | 27* At Home | 28* |
| 29* Pune Flight 11 Am | 30* Pune | 31* See Of Grmns At 8 Pm | 1* Reprt To Chambers * Mtg Equipmt Suppliers At Than 12 Pm | 2* Draft Letter To Chairman | 3* Meetg Delco MD * Vist Delc Plnt * Dentist At 5 Pm | 4* With Mtl Sharma & George Faml |

FIG. 18

| Monday | Tuesday | Wed | Thursday | Friday | Saturday | Sunday |
|---|---------------------------------------|---|---|---|--|---|
| 1*Prepr PlanJan uaryTo October | 2*Than Meet | 3*Meeting WthMrAsh At11Am* ShnkrsPrt AtShangril | 4*DraftPr esentation For ABC SenrMan agrs&VPs | 5*Coord ination Betwn Sham &Suzan | 6*VisitPhe onixCmplx *One-Day Cricket | 7* |
| 8*Flight To Delhi At 2 Pm *MtShh | 9*Ser inar AtRg Hotel | 10*Smnr *GlobalTr ends*Str ategyMdl | 11*Retrn Flight At 8Am*Jay Party | 12*Meet ingMD *Revw | 13*Dvsnl Review *IMCMtg At 8 Pm | 14*Frm Hs |
| 15*Revw WrkPrgrs WthRtmc Developm entTeam | 16*Lctr AtBMA Aftern Session | 17*Lectur At BMA Morning Session UptoLnch | 18*FinlAco untsDirctr ReportDrft NotcsAgnd With Ram | 19*Med icalChk - Up | 20*Help AlynWith Studies* BuyMlnx Microwav | 21* |
| 22*Pune Trip | 23*Rpri On5Yrs Perspe ctive | 24*German Delegation Arrives8Am *Fctry Visit | 25*Crndtn Meetg*Dnr WithGrmn Delegation AtTajHotel | 26*Rev iewWt Sham | 27* At Home | 28* |
| 29*Pune Flight 11 Am | 30* Pune | 31* See OGerma nsAt8Pm | 1*ReportTo Chambers* MtgEqpmt SuppliersAt Than12Pm | 2*Draft Letter ToChai rman | 3*Meetg DelcoMD *VistDelc Plnt*Dntst At5Pm | 4*WithMt Sharma &George Fa mili |

FIG. 19

| Monday | Tuesday | Wed | Thursday | Friday | Saturday | Sunday |
|--|---------------------------------------|--|---|--|---|---|
| 1*Prepare PlanJanry ToOctobr | 2*Thane Meet | 3*Meeting WthMrAsh At11Am* ShnkrsPrty AtShangril | 4*DraftPre sentation ForABCSe niorMangrs & VPs | 5*Coord ination Between Sham & Suzan | 6*VistPhe onixCmplx *One-Day Cricket | 7* |
| 8*Flight To Delhi At2Pm* MeetShah | 9*Sen inar AtRg Hotel | 10*Seminr *GlobalTr ends*Strtg Models | 11*Return FlightAt8 Am * Jay Party | 12*Meet ingMD *Review | 13*Divis ionalRevw *IMCMeet ingAt8Pm | 14*Farm Ho use |
| 15*Revw WrkPrgrs WithRtmc Developm entTeam | 16*Lctr AtBMA Aftern Session | 17*Lecture ABMAMO rningSesn UptoLunch | 18*FinalAc ountsDrctr ReportDrft NotcsAgnd With Ram | 19*Mdcl Check - Up | 20* Help AlynWith Studies * BuyMolnx Microwav | 21* |
| 22*Pune Trip | 23*Reprt On5Yrs Perspctv | 24*Grmn Delegation Arivs8Am *Fctry Visit | 25*Crndtn Meetg*Dnr WithGrmn Delegation AtTajHotel | 26*Rvw With Sham | 27* At Home | 28* |
| 29*Pune Flight 11 Am | 30*Pune | 31*SeeOff Germans At 8 Pm | 1*ReprtTo Chambers* MtgEqpmt SupliersAt Than12Pm | 2*Draft Letter ToChair man | 3*Meeting DelcoMD *VisitDelc Plnt*Dntst At 5 Pm | 4* With MtlShrm &George Fam ilies |

FIG. 20

| Mon | Tue | Wednesday | Thursday | Friday | Saturday | Sun |
|---|--|---|--|---|--|--|
| 1*Prepr Plan JanTo Oct | 2*Thn Meet 9*Sen inar | 3*Meeting WithMrAsh At11Am* ShnkrsPrty AtShangril | 4*DraftPres entationFor ABCSenior Mangrs&VPs 11*RtrnFlight | 5*Coor rdination Betwn Sham &Suzn | 6*VstPhn Complex* 1-DayCrkt | 7* 14* Frm |
| 8*Flight ToDelh At2Pm *MtSh | At Rg Htl | 10*Seminr *GblTrnds *StrtgyMdl | At8Am*Jay 18*FnlAcnts DirectorsRprt | 12*Me tngMD *Revw | 13*Divis ionalRevw *IMCMeet | 21* 28* 4* |
| 15*Rv Work Progres WithRo tomac Develo | 16* Lectur ABMA ningSesion Aftm UptoLunch Sesn | 17*Lecture ABMAMor ningSesion UptoLunch 24*German Delegation | AgndWthRm 25*Coordntn Meeting*Din nerWthGrmn Delegation | Ch-Up 26*Rev iewWt Sham | 20*HlpAl WithStuds *BuyMlnx Microwav 27*AtHm | With Mitl Shr &Ge orge Fami lies |
| 22*Pun Trip | 23* Reprt On 5 Years | Arives 8Am *Fctry | At Taj Hotel 1*ReprtToCh mbrs*Meetg | 2*Drft Letter ToCha irman | 3*Meeting DelcoMD *VisitDelc Plnt*Dntst | At5Pm |
| 29*Pun Fl11A | 30*Pn | 31*SeeOff GrmAt8Pm | EqpmtSplrs AtThan12Pm | | | |

FIG. 21

| Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Sunday |
|---|----------------------------------|--|---|---|--|------------|
| 1*Prpr Plan JanTo Oct | 2* Th Mt | 3*MeetgWith MrAshokAt11 Am*Shankers PartyAtShngrl | 4*DraftPre sentationFr ABCSenior Mngr&VPs | 5*Coord ination Between Shm&Sz | 6*VisitPheo nixComplex *One-Day Crkt | 7* 14*F |
| 8*Flight To Delhi At 2 Pm *MtShh | 9*Sen inar AtRgn Hotel | 10*Seminr *GlobalTr ends*Strtg Models | 11*Rtrn Flight At8Am *JayPrty | 12*Md eting MD *Rvw | 13*Divis ionalRevw *IMCMeet ingAt8Pm | 21* 28* |
| 15*Review WorkPrgrs WithRotmc Dvlpmntm | 16*Lct ABMA Aftm Sesion | 17*Lectr AtBMA MrngSsn UptLnch | 18*FnlAcnts DirectrsRprt Draft Notices AgndWthRm | 19*M dCh- 26* 27* | 20*HlpAly WithStuds *BuyMlnx Microwave Revw At | 28* |
| 22*23*Reprt Pn On5Yrs TrpPerspctv | 31* SeeOf Grmn At 8 | 1*ReportToCha mbers*Meeting EquipmtSuplrs AtThane12Pm | 2*Drf Letter TCha irman | 3* Meeting DelcoMD* VisitDelcPlnt *DntsAt5Pm | 4*WithMitl Sharma&Ge orgeFa milies | |

FIG. 22

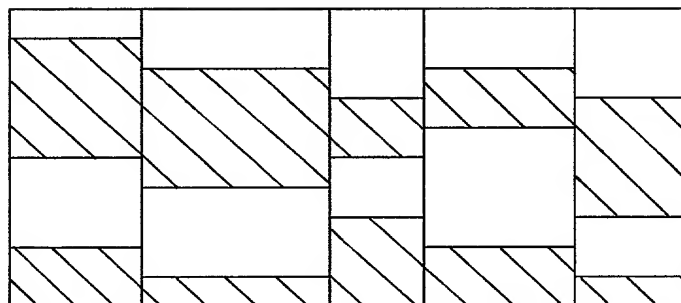


FIG. 23